

**Appendix C**  
**Product and Pricing Index**

Product Description	DIR Customer Discount	Description of MSRP
Cisco Hardware/Software (Texas-based DIR Customer)	44%	Commercial List Price
Cisco Hardware/Software (Non Texas-based DIR Customer)	40%	Commercial List Price
Cisco Erate Bundle (with one year free SmartNET maintenance)	40%	Commercial List Price
Cisco SmartNET Maintenance (Gov)	20%	Commercial List Price
Cisco SmartNET Maintenance (Ed)	30%	Commercial List Price
Cisco Training/Installation	12%	Commercial List Price
<b>Professional Services</b>		
Senior Network Engineer	\$200 per hour	CCIE or equivalent. Extensive technical experience with the analysis, design, and implementation of complex systems involving networked computer elements. Designs, implements, and documents network solutions. Develops and conducts test plans. Develops and conducts acceptance plans.

Program Manager	\$169.00 per hour	Define, manage, and oversee project execution with supervisory experience and a demonstrated ability to manage technically complex projects and efforts. Highly technical programs may augment some of these skills with appropriate industry recognized certification (e.g., CCIE or equivalent). Interfaces with customer and program team to guide program efforts. Directs program activities. Reports on program status.
System Architect	\$140.00	Significant technical experience which applies to systems and requirements analysis, systems modeling, trade study execution, and design techniques for complex computer and network systems. Formulates designs, performs trade studies, defines strategic plans, develops implementation, test, and acceptance plans, and develops operational policies and procedures.
Network Engineer	\$113.00	Technical experience with the analysis, design, and implementation of complex systems involving networked computer elements. Designs, implements, and documents network solutions. Develops and conducts test plans. Develops and conducts acceptance plans.

These discount offerings cannot be used in conjunction with any other trade-in program, promotion, Erate discount, bundles or other offerings by Cisco.